



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.MDBusinessIncubation.org)

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INCUBATOR NEWS

Chesapeake Innovation Center (CIC)

Annapolis, MD

www.cic-tech.org

Contact: John Elstner, email: jelstner@cic-tech.org

New and Noteworthy:

- The **Chesapeake Innovation Center (CIC)**, the nation's first homeland security-focused business incubator is doubling the size of its existing facilities to 24,260 square feet. Available in March 2004, the additional space will house up to 10 additional emerging technology companies seeking to provide products and services to the homeland security marketplace. The new space will also allow for a 2,000-square-foot data center to service the data communications needs of the CIC companies. Entrepreneurs, especially those in the security, information technology or communications sectors, can apply for the new office space. For more information, visit www.cic-tech.org or email jelstner@cic-tech.org.

Emerging Technology Center (ETC) Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New Tenant:

- **Avideon** – Rich Wiklund, president
Avideon provides outsourced interactive marketing solutions. The company manages the design, production, deployment and analysis of interactive marketing campaigns.
- **Nora** – Chris McClain, managing partner
Nora is a health care start-up company that intends to provide highly-specialized laboratory diagnostic services and treatments in the area of infertility.

New and Noteworthy:

- **Accelera Corporation**, a provider of learning solutions for the life sciences industry, has acquired the Learning Solutions Group (LSG) from New Jersey-based Kenexa. LSG creates custom and off-the-shelf print and multimedia programs for pharmaceutical, medical device and biotechnology companies.
- **AxonX** has a patent pending for their “smoke detection method and apparatus.” The company also has received a follow-on contract with the Naval Research Laboratory to continue developing vision-based fire detection volume sensors.
- **Sensics** was selected to present at the fifth annual Early Stage Capital Forum on February 6, 2004 at the Ronald Reagan International Trade Center in Washington. The company manufactures the full field-of-view SkyVizor headset, which is used for virtual reality, visualization, design, simulation and training. Sensics also is collaborating with eMagin, a manufacturer of active matrix OLED micro-displays, to help produce the viewing system for Robonaut. Robonaut is a humanoid robot being developed by NASA and the Defense Advanced Research Projects Agency (DARPA). The new technology, the SkyVizor AR, will enable astronauts to use a virtual reality approach to space exploration, thus reducing the number of dangerous space walks.

Graduate News:

- **Reactive Nanotechnology**, a provider of high-tech product and solutions for component joining, announced that they have formed a Joint Development Agreement with Aavid Thermalloy, the world’s leading provider of thermal management solutions. The companies will collaboratively develop and market cooling products with thermally conductive, metallic thermal interfaces for high-performance CPU chips.

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenant:

- **Sensatex** – Kevin Tonat, vice president
Sensatex is a textile engineering company focusing on the development and commercialization of the SmartShirt System. The SmartShirt is a wearable physiological information management tool that allows for the measuring and/or monitoring of an individual’s biometric data. SmartShirt’s primary market will be public safety and military personnel, with subsequent markets including sports and fitness, and medical applications.

New and Noteworthy:

- Current MTDC tenant **Creatv Microtech** and graduate company **Protiveris** participated in a planning meeting to establish the Mid-Atlantic Nanometrology and Nanomanufacturing Alliance (MANNA). The new organization is an initiative of the National Institutes for Standards and Technologies (NIST) as part of the federal government’s investment in the growing and promising field of nanotechnology. Both Creatv Microtech and Protiveris are actively engaged in nanotechnology.
- **InetXperts**, which focuses on the development of voice over Internet protocol products, has launched its first product, SharpVoice. SharpVoice enables voice communication between PCs, or between phone and PC, with ease of operation and voice clarity.

- The **MTDC** recently hosted five German high tech companies, headed by the Minister for Economics, Labor and Infrastructure of the Thuringia Province of Germany. The visit was part of the Thuringia delegation's trade mission to the United States. Several MTDC companies participated in a business discussion with their German counterparts, including AlphaGenics, Advanced Vision Therapies, Adfluence, AnhydroCyte, Creatv Microtech, Procell, Rexahn, Synergy America and Quanta Bioscience. The visiting German companies were Carl Zeiss, OMROS, Analytik Jena, Ilmvac and Schott Jenaer Glas.

techcenter@UMBC
University of Maryland, Baltimore County
<http://www.umbc.edu/techcenter>
Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- **Cybergroup, Inc.**, has acquired its tenth customer for incuTrack—the Ohio University Innovation Center, which is a 20-year-old business incubator serving southeastern Ohio. incuTrack is a comprehensive, feature-rich tracking and reporting system specially designed for business incubators and technology centers. Cybergroup provides Internet and Intranet technology solutions.
- **Cognate Therapeutics**, an affiliate company at the techcenter@UMBC, has promoted three members. Alan Smith, Ph.D., who joined Cognate in 2002, has been promoted to president and COO. Dr. Smith has 25 years of experience in the biotechnology industry with more than 15 years in cell therapy. Prior to joining Cognate, Dr. Smith was COO and senior vice president of research and development at Osiris Therapeutics, Inc. Scott Sanzone, CPA, was promoted to vice president of finance. Joe Herring, MD, Ph.D., who previously led cell therapy development at Neuronyx, is Cognate's new medical director. Dr. Herring is also a faculty member at the Johns Hopkins University School of Medicine.

UPCOMING EVENTS

TEDCO & Army Research Laboratory to Hold Technology Partnering Showcase on Feb. 3

The Maryland Technology Development Corporation (TEDCO) and the Army Research Laboratory (ARL) will host "Providing a Competitive Advantage Through Innovative Nanotechnology," a technology partnering showcase geared towards small businesses and entrepreneurs on **Tuesday, February 3, 2004** from 7:45 a.m. to 2:30 p.m.

The showcase is an opportunity for small businesses to explore available ARL facilities, equipment and expertise so they can further develop technologies and products in collaboration with ARL. With an emphasis on Micro-Electro-Mechanical Systems (MEMS) and nanotechnologies, the event includes presentations from ARL researchers with their inventions for commercial applications. Tech transfer officials from TEDCO and the State will also present information on funding programs and opportunities to support tech transfer projects. To demonstrate the potential impact of working with ARL, Paratek Microwave, a 1998 start-up company, will share its success story with patenting technology from ARL.

For more information, please visit www.mdhitech.org.

The Emerging Technology Centers (ETC) – Brown Bag Lunch Discussion: "How to Read a Resume and Interview Candidates"

The ETC will hold a brown bag lunch discussion, "How to Read a Resume and Interview Candidates," on **Wednesday, Feb. 4, 2004** at noon. The discussion, to be held at the ETC's Baltimore offices, will include tips on what to

look for in a good resume and how to prepare interview questions. Linda F. Segal, a senior consultant for The McCormick Group, is the guest speaker.

For more information and to RSVP, please call 410-327-9150 or email kanderson@etcbbaltimore.com

TEDCO – MTTF Briefing

TEDCO will hold an informational briefing on **Friday, Feb. 13, 2004** from 2 p.m. to 3:30 p.m. to present details of its Maryland Technology Transfer Fund (MTTF) program. The briefing, held at TEDCO's Columbia offices, will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process and the terms of the agreement, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Linda Saffer at 410-715-4175 or info@marylandtedco.org.

College of Southern Maryland's Entrepreneur and Leadership Center– “Growing Your Business in Today's Economy”

The College of Southern Maryland will sponsor a seminar, “Growing your Business in Today's Economy,” on **Thursday, Feb. 26, 2004** at the J.T. Daugherty Center in Lexington Park, Md. The seminar will provide attendees with a better understanding of the factors that lead to business growth and development. Featured discussion topics include: Monopolizing Your Marketplace, Managing Your Cashflow, The 9 Business Killers and The Secrets to Entrepreneurial Success.

For more information and to register, call 301-934-7581 or email jayneh@csmd.edu.

techcenter@UMBC - UMBC Visionaries in Information Technology Forum

The UMBC Visionaries in Information Technology Forum will be held **Thursday, March 4, 2004** from 7:30 a.m. to 9:30 a.m. at the Baltimore Marriott Waterfront Hotel. Industry visionaries, UMBC faculty and corporate partners from throughout the Baltimore/Washington region will meet to share ideas on the future of information technology and its critical role in shaping the modern business environment. Rod Adkins, vice president of development for IBM Systems, is the guest speaker.

For more information and to register, visit <http://techport.umbc.edu/partners/visionary.asp>.

smartacceleratorSM

The smartacceleratorSM program will be held on **March 12 and 17, 2004** from 9 a.m. to 5 p.m. at the Maryland Technology Development Center (MTDC) in Rockville, Md. The program, which is designed to accelerate the growth and development of high tech startup companies, will provide training, networking, introductions to funding sources and technical assistance to CEOs and their management teams. Dr. John Holaday, founder of EntreMed, Inc., will lead the workshop.

For more information, please visit www.umbc.edu/entrepreneurship/courses.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

www.MarylandTEDCO.org

Governor Ehrlich Announces PosID, Inc., Receives \$50,000 from the Maryland Technology Transfer Fund

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Governor Robert L. Ehrlich, Jr. announced that Lexington Park-based PosID, Inc. received \$50,000 from the TEDCO's Maryland Technology Transfer Fund (MTTF). PosID is developing ThermoID, a biometric authentication system that uses thermal variations in the thumb and fingertips for identification purposes. □The company has already developed a demonstration prototype, but seeks to simplify the technology by building a beta-type version that will incorporate the entire system into a PC card form. □The MTTF award will help PosID finance the new development, while the National Security Agency (NSA) will collaborate with PosID on the testing of both versions. □

PosID's ThermoID processes infrared patterns in the fingertips, using a camera to measure the thermal properties of blood vessels, muscles and fat deposits—characteristics that are unique to each individual. □The new system differs from other biometric methods in that it is not dependent upon background lighting, allowing for flexibility and portability. Also, unlike fingerprints, thermal properties cannot be manipulated or stolen. PosID has conducted preliminary testing on several thousand image samples and the system shows an extremely high recognition rate.

Applications for the MTTF fund are accepted continually and reviewed monthly by representatives from TEDCO and DBED. □Applicants must submit a proposal, including a commercialization plan for the technology to be developed and a scope of work and budget.

For more information on the MTTF, please visit www.MarylandTEDCO.org.

The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from TEDCO and the U.S. Economic Development Administration (EDA). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Crovo at 410-902-5058 or lcrovo@mgphpr.com or log onto www.MarylandTEDCO.org.

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